

Central Intelligence Agency



Washington, D.C. 20505

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REPLY #

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OCA 86-3643

31 October 1986

Mr. William C. Triplett, II
Committee on Foreign Relations
United States Senate
Washington, D.C. 20510

Bill
~~Dear Bill:~~

Thank you for your letter of 17 October regarding the Japanese newspaper article. Our response is as follows:

Question 1: Could you provide a Japanese language copy of the original article: Answer: Copy enclosed.

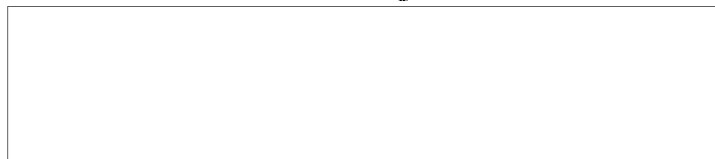
Question 2: Is the translation accurate? Answer: The accuracy of the translation has been verified by Foreign Broadcast Information Service.

Question 3: Do you have an independent verification of this proposed program and budget item? Answer: We lack independent verification to date. We will keep the Senator's interest in mind and forward to you any information we receive if MITI goes forward with the program.

Question 4: Do you have any additional information on this program? Of particular interest is what states are targeted? Alaska? Indiana? Kansas? Answer: The only other information we have is a 22 October Washington Post (copy enclosed) article, which is based on the Mainichi Shimbun article.

Question 5: Do you have any information to suggest that the Japanese have in place or are contemplating similar programs? Answer: We have no information on existing or contemplated programs other than the traditional JETRO and Embassy/Consulate public relations efforts.

Sincerely,



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~~Office of Congressional Affairs~~

Enclosures

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1ST STORY of Level 1 printed in FULL format.

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October 22, 1986, Wednesday, Final Edition

SECTION: FINANCIAL; PAGE G1

LENGTH: 511 words

HEADLINE: Japan Eyes U.S. Professionals as Lobbyists

BYLINE: Stuart Auerbach, Washington Post Staff Writer

BODY:

The Japanese trade ministry has proposed using moonlighting American journalists, business leaders and local chamber of commerce officials to gather information and promote Tokyo's trade aims.

The \$ 200,000 grass roots campaign is designed to blunt growing anti-Japanese feelings in this country as a result of record U.S. trade deficits, according to a translation of a report in Mainichi, one of Japan's largest daily newspapers. The report was circulated on Capitol Hill last week.

The Japanese newspaper article said the campaign will target 10 states this year, including Missouri, Oregon and Michigan, which have lawmakers active on the trade front.

Sen. Frank H. Murkowski (R-Alaska), in a letter last week to Japanese Ambassador Nobuo Matsunaga, warned against the plan, which was proposed by the Ministry of International Trade and Industry (MITI) .

"The American people are very sensitive to anything which appears to be interference in American economic affairs or attempts to influence opinion makers," Murkowski wrote.

In a speech on the Senate floor, Sen. John Heinz (R-Pa.) also criticized the Japanese plan and suggested, "They'll find more good will from buying U.S. farm goods and manufactured products than from glossing over their unfair trade practices through the smoke and mirrors of public relations.

"If MITI was smart," Heinz continued, "it would invest in real improvements in Japan's relationship with the U.S. rather than trying to buy a positive image by buying American journalists and opinion makers."

In a floor statement, Murkowski said that "foreign influence on the media is a very sensitive subject in the United States." Both senators pointed out that the Americans Japan hired on a part-time basis would have to register as foreign agents with the Justice Department and label any information circulated for domestic use as "propaganda."

Many news organizations, including The Washington Post, prohibit reporters and editors from working or accepting money from any government.

The Japanese Embassy here said it knows nothing about the proposal by MITI, which is separate from the Foreign Ministry. MITI is seeking funds for its plan in next year's budget, according to the Mainichi article.

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The article, which was translated by the U.S. Embassy in Tokyo, said MITI wants to hire Americans familiar with their local communities to gain grass roots information on congressional sponsors of anti-Japanese bills, help Japanese enterprises move into the United States and blunt U.S. anger at the growing Japanese trade surplus.

The article said that MITI and the Japanese External Trade Organization (JETRO), another government agency, already have a list of possible Americans whom they would like to hire on a part-time basis. Specific professions listed in the article were business leaders, chamber of commerce executives, lawyers and local journalists.

Among the states targeted, Michigan is the home of two of the most vocal critics of Japanese trade practices -- Sen. Don Reigle (D) and Rep. John Dingell (D).

TYPE: NATIONAL NEWS, FOREIGN NEWS

SUBJECT: UNITED STATES; JAPAN; INTERNATIONAL TRADE; FEDERAL GOVERNMENT

ENHANCEMENT: LOBBYING